

Turning IT Costs into Profits

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ITCentrix Special Report

New World IT - Practical Steps to Achieving e-Business Value

This ITCentrix position paper contains a special report which introduces the concept of the New World Data Center. Contained within it are practical guidelines to help your business achieve better value from it's IT investments.

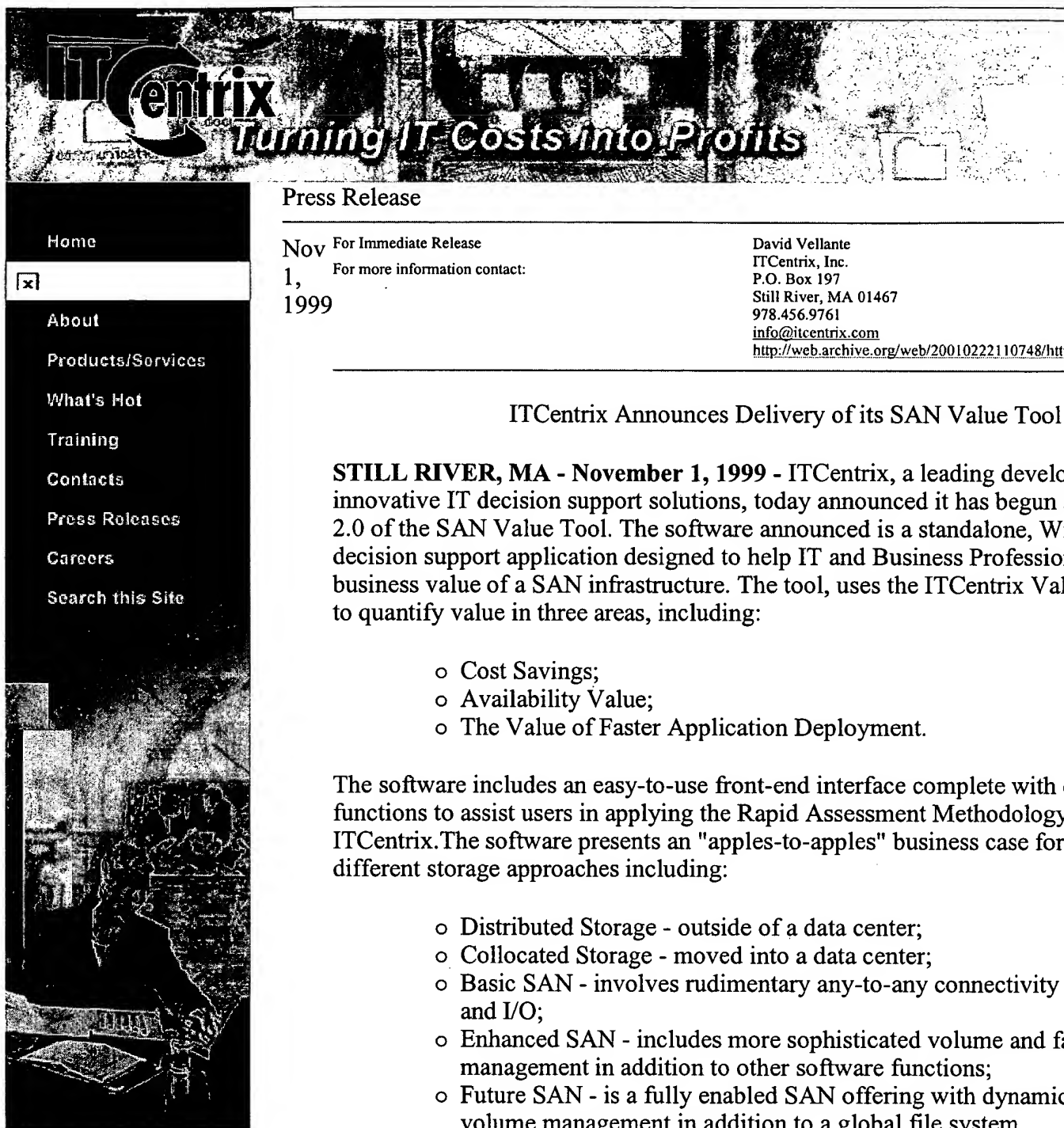
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Press Release

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For Immediate Release
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ITCentrix Announces Delivery of its SAN Value Tool

STILL RIVER, MA - November 1, 1999 - ITCentrix, a leading developer of innovative IT decision support solutions, today announced it has begun sales of version 2.0 of the SAN Value Tool. The software announced is a standalone, Windows-based decision support application designed to help IT and Business Professionals quantify the business value of a SAN infrastructure. The tool, uses the ITCentrix Value Assessment methodology to quantify value in three areas, including:

- o Cost Savings;
- o Availability Value;
- o The Value of Faster Application Deployment.

The software includes an easy-to-use front-end interface complete with custom reports and functions to assist users in applying the Rapid Assessment Methodology of ITCentrix. The software presents an "apples-to-apples" business case for different storage approaches including:

- o Distributed Storage - outside of a data center;
- o Collocated Storage - moved into a data center;
- o Basic SAN - involves rudimentary any-to-any connectivity and I/O;
- o Enhanced SAN - includes more sophisticated volume and file management in addition to other software functions;
- o Future SAN - is a fully enabled SAN offering with dynamic volume management in addition to a global file system.

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The software was developed with inputs from Global 2000 and smaller companies and contains comparative industry information to allow customers to predict the benefits based on such factors as workload and complexity of environment. In developing the software, ITCentrix used its database of storage customers that currently contain more than 300 data points on storage management effectiveness within large and medium sized organizations in the U.S. and Europe.

Commenting on the announcement, Dave Vellante, President of ITCentrix, said, "In the last 18 months we have gone from proof-of-concept to a fully operational, revenue-generating business."

software tool. Our customers are pushing us to add new function at a fast pace. We are excited about the prospects of not only enhancing this software but applying the framework to new technology areas."

Version 2.0 of the ITCentrix SAN Value Tool currently is available to assist with infrastructure in Unix and NT environments with future platforms expected in the second half of 2000.

About ITCentrix

ITCentrix is a pre-IPO software and services company founded in 1999 by business and technology experts. The company develops powerful decision support software and complimentary services to help its clients make *rapid*, high quality decisions in their specific business context. ITCentrix has performed numerous assessments in Global 2000 and smaller organizations using its proprietary *Rapid Assessment Methodology* to help companies avoid costs, improve efficiency and accelerate time-to-market.

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